

Message Text

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TO AMCONSUL LUBUMBASHI

INFO AMEMBASSY KINSHASA

AMEMBASSY LUSAKA

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EO 11652: NA

TAGS: BEXP, CG

SUBJ: MINING EQUIPMENT TRADE MISSION

REF: A. LUBUMBASHI 450 B. STATE 223896 LUBUMBASHI 393

1. GECAMINES DOLLARS 290 MILLION FIVE-YEAR EXPANSION PLAN
COMPRISES WIDE RANGE OF MINING AND PROCESSING INVESTMENT
THE SCOPE OF WHICH BECAME EVIDENT ONLY IN NOVEMBER, 1973
REF(C). MAJOR US SUPPLIERS HAVE BEEN APPRISED OF THESE
PLANS THROUGH DISTRIBUTION OF AMCONULS REPORTS (REF B)
AND THROUGH PREPARATION FOR MINING TRADE MISSION.

2. COMMERCE HAS ALREADY SENT OUT RECRUITMENT LETTERS TO
5,000 US FIRMS IN MINING AND METALLURGY EQUIPMENT FIELD
FOR THE SUBJECT MISSION. MISSION WILL REPRESENT LEADING
TECHNOLOGY IN THE INDUSTRY AND ITS VISIT TO LUBUMBASHI
WOULD ALLORD GECAMINES SIGNIFICANT FURTHER INFORMATION
FOR ITS PROCUREMENT DECISIONS.

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3. IN ORDER TO CLARIFY EXACT NATURE OF GECAMINES PROCURE-

MENT PROGRAM, WE REQUEST FOLLOWING INFORMATION: WILL THE TENDERS BE PUBLISHED AND OPEN TO INTERNATIONAL BID OR SENT TO A PRE-SELECTED LIST OF FIRMS? WILL THERE BE ANY PRE-QUALIFICATION AND SHORT-LISTING OF BIDDERS? WHAT WILL BE THE PRE-QUALIFICATION OR BID DEADLINE? HOW MUCH OF THE EXPANSION PLAN WILL BE COVERED BY THE PROPOSED JAN./FEB. TENDERS?

4. IT WOULD BE APPRECIATED IF AMERICAN CONSULATE WOULD APPROACH GECAMINES REQUESTING THEIR COOPERATION IN POSTPONING ISSUANCE OF TENDERS OR AT LEAST CLOSE OF BIDDING UNTIL AMERICAN FIRMS ON TRADE MISSION HAVE HAD OPPORTUNITY TO DISCUSS THESE PLANS WITH DECISION-MAKING OFFICIALS OF GECAMINES DURING TRADE MISSION VISIT. IT MAY BE IMPORTANT TO REMIND GECAMINES THAT AMERICAN FIRMS REPRESENT LATEST TECHNOLOGY, INCLUDING MACHINERY, EQUIPMENT AND KNOW-HOW. OF EQUAL IMPORTANCE TO GECAMINES IS FACT THAT THESE INTERNATIONALLY ORIENTED MANUFACTURERS AND ENGINEERS ARE IN POSITION TO PROVIDE INFORMATION, ADVICE AND GUIDANCE IN SELECTION OF MACHINERY AND EQUIPMENT ENTIRELY SUITABLE FOR DEVELOPMENT OF COUNTRY'S MINING AND METALLURGICAL INDUSTRY. SUCH FURTHER CONSULTATIONS SHOULD BE CONSIDERED AS HELPFUL OPPORTUNITY RATHER THAN BOTHERSOME DELAY, ESPECIALLY IN VIEW OF SHORT PUBLIC NOTICE GIVE OF CONTENTS OF GECAMINES EXPANSION PLANS. KISSINGER

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